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**CITY OF TEMPE**  
**REQUEST FOR COUNCIL ACTION****Council Meeting Date: 12/12/2013**  
**Agenda Item: 5B8**

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**ACTION:** Award a one-year contract with four, one-year renewal options to Altec Industries for the purchase of bucket trucks to be used by the Public Works Department.

**FISCAL IMPACT:** Total cost of this one-year contract will not exceed \$190,000. Sufficient funds have been appropriated in the Highway User Revenue Fund – cost center 3825 (Signal Systems) – for the anticipated expenditure in the current fiscal year.

**RECOMMENDATION:** Award the contract.

**BACKGROUND INFORMATION:** (RFP 14-023) The City issued a Request for Proposal (RFP) to establish a contract for the purchase of aerial bucket trucks used in the maintenance of streetlights, traffic signals, or to provide access when it is necessary to lift personnel to perform repairs on City lights or equipment. An aerial bucket truck is a type of mobile, aerial work platform that consists of a single person lifting device mounted to a truck. The aerial device consists of a fiberglass platform (bucket) secured to a hydraulic system, which includes the lifting arm (boom), and a rotating turret. The system is designed to safely lift personnel into the air to perform work.

There are two units scheduled to be purchased during the initial contract period. One of the units to be replaced has had a catastrophic failure and has already been removed from service. The replaced units will be sold at auctions when new units are available to be utilized in the fleet.

Fleet Services' vehicle replacement strategy is centered on asset protection and lifecycle cost analysis of vehicles and equipment. This lifecycle analysis involves capital costs, depreciation costs, operating costs, maintenance costs, and residual value at auction. Fleet Services determines the lowest annualized cost of equipment to establish replacement guidelines that provides the lowest overall operating cost to the City. These units will replace units which have reached the point in their lifecycle where they have exhausted the ability to be efficient, effective and achieve the overall lowest cost of operation.

**Evaluation Process**

Six (6) firms submitted offers, however, the submittal from Utility Truck Equipment Company was not signed and therefore could not be considered for award. The remaining proposals were reviewed by a committee comprised of Public Works and Procurement staff. The responses were scored on the following criteria – sub categories carry equal weight unless otherwise noted:

Criteria	Weight
<b>Cost</b>	<b>6 (38%)</b>
<b>Compliance with Specifications</b>	<b>4 (25%)</b>
Cab and Chassis	
Service Body	
Aerial Unit	
Manuals, Training and Miscellaneous	
<b>Warranties Offered</b>	<b>3 (19%)</b>
Cab and Chassis	
Service Body	
Aerial Unit	
Generator	
Vendor pick-up and delivery for warranty work	

<b>Miscellaneous</b>	<b>2 (13%)</b>
Delivery Time	
Local Parts Availability	
<b>Overall response to RFP</b>	<b>1 ( 5%)</b>
Quality, composition & completeness	
Acceptance of terms and conditions	

#### Results of Scoring

<b>Firm</b>	<b>Overall Score</b>	<b>Cost</b>
Altec Industries	154.83	\$ 167,790.00
Berge Ford	147.83	\$ 194,574.00
RWC International	142.77	\$ 215,687.90
Peoria Ford	141.17	\$ 196,005.80
Sanderson Ford	134.93	\$ 196,186.00
<i>Utility Truck Equipment – Non Responsive</i>		<i>\$ 185,452.66</i>

Cost is for base vehicle only (no tax) – pricing for options were evaluated but are not included

#### Summary

It is recommended that a contract be awarded to Altec Industries, the high scorer, who has offered the lowest cost alternative meeting the specifications as set forth in the RFP.

**ATTACHMENTS:** Vendor RFP Documents

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Department Director: Ken Jones, Finance & Technology Department Director

Legal review by: David Park, Assistant City Attorney

Prepared by: Tony Allen, CPPB, Procurement Officer